

Message Text

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APPROVED BY: EB/OCA/CM:EMCKEON

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FM SECSTATE WASHDC

TO AMEMBASSY CANBERRA PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, AS

SUBJ: WASHINGTON COMMERCIAL ACTION GROUP WCAG REVIEW

AUSTRALIA FY 75 CCP

REF: CANBERRA A-150

1. THE MISSION'S FY 75 CCP OBJECTIVES WERE REVIEWED DURING THE FOURTH QUARTER WCAG MEETING HELD SEPTEMBER 3 AT STATE.

2. IT WAS AGREED THAT MISSION'S OBJECTIVES SET FORTH IN SPECIFIC CAMPAIGNS, WHERE EVENTS WERE PLANNED, WERE MET WITHOUT EXCEPTION. THE PRINCIPLE FY 75 CCP OBJECTIVE, INCREASING U.S. EXPORTS UNDER THE MARKET SHARE CONCEPT, COULD NOT BE EVALUATED, HOWEVER, UNTIL PERTINENT AUSTRALIAN STATISTICS BECOME AVAILABLE LATER IN CY 1975. WE ARE FORWARDING SOME SUGGESTED WAYS OF MEASURING MARKET SHARE WHICH WE HAVE CONSIDERED IN THE PAST.

3. MAJOR EXPORT PROJECTS DIVISION REQUESTED THAT IN THE UNCLASSIFIED

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FUTURE THE LIST OF 100 MAJOR PROJECTS BE LIMITED TO

PROJECTS IN CONCEPTUALIZATION AND PREPLANNING STAGES THERE-
BY GIVING U.S. IRMS A GOOD CHANCE TO WIN THE CRITICAL
CONSULTANT, PLANNING OR DESIGN/ENGINEERING CONTRACTS.

4. FORWARD PLANNING INCLUDED DISCUSSION OF MINIMUM FULL
COST RECOVERY GUIDELINES WHICH AFFECTED ALL U.S. TRADE
CENTERS BEGINNING JULY 1, 1975. APPROVAL FOR A SIX
MONTHS TRANSITION PERIOD WAS GRANTED FOR THE SYDNEY TRADE
CENTER. FIRST EVENT TO BE PROCURED UNDER MFCR FEES
WOULD, THEREFORE, BE THE APRIL 1976 TRADE CENTER EVENT.

5. LAST POINT ON THE AGENDA WAS TO REQUEST MISSION
CONFIRMATION THAT AMPLE COPIES OF FY 76 CCPS WERE
RECEIVED. INGERSOLL

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